

Message Text

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67

ACTION EB-07

INFO OCT-01 EUR-12 ISO-00 CAB-02 CIAE-00 COME-00 DODE-00

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FM AMEMBASSY WARSAW

TO SECSTATE WASHDC 9641

C O N F I D E N T I A L WARSAW 0700

E.O. 11652: GDS

TAGS: EAIR, PL

SUBJECT: CIVAIR - LOT DISCUSSIONS WITH PAN AMERICAN

REF: WARSAW 0506

1. SUMMARY. PANAM'S LOCAL OFFICE AND POLISH FONOFF HAVE BOTH RECEIVED REPORTS THAT, DURING DISCUSSIONS IN NEW YORK BETWEEN PANAM PRESIDENT SEWELL AND LOT PRESIDENT WILANOWSKI, PANAM AGREED TO SUPPORT LOT'S REQUES FOR AN ADDITIONAL ONE-HALF FREQUENCY IN SUMMER 1976. MEANWHILE LOT HAS RESPONDED IN WARSAW TO PANAM'S PROTEST OVER LIMITATIONS ON ZLOTY SALES FOR PANAM. LETTER ACKNOWLEDGES THAT LOT HAS REDUCED THESE SALES. END SUMMARY.

2. BOTH PANAM'S LOCAL OFFICE AND THE DIRECTOR OF DEPARTMENT III OF THE FONOFF HAVE TOLD THE EMBASSY THAT PANAM HAS AGREED IN PRINCIPLE TO SUPPORT A REQUEST FROM LOT FOR PERMISSION TO FLY MONTREAL/NEW YORK/WARSAW ON THE RETURN PORTION OF LOT'S ANTICIAPTED NEW MONTREAL FRQUENCY IN THE SUMMER OF 1976. NEITHER SOURCE HAS ANY INFORMATION ON WHAT, IF ANY, COMPENSATION LOT MAY HAVE OFFERED TO PANAM FOR THIS CONCESSION.

3. IN A LETTER DATED JANUARY 26, LOT'S COMMERCIAL DIRECTOR, MR. HAMERSKI, RESPONDED TO PANAM'S PROTEST
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CONCERNING THE DIFFICULTIES LOT HAS BEEN PUTTING IN

THE WAY OF POLISH PASSENGERS WISHING TO PURCHASE TICKETS
TO NEW YORK FOR POLISH ZLOTYS. PANAM WARSAW'S INFORMAL TRANSLATION
OF THE LETTER IS AS FOLLOWS:

BEGIN QUOTE IN REPLY TO YOUR LETTER DATED
JANUARY 8, 1976, I WISH TO ADVISE YOU THAT AT
PRESENT A CONSIDERABLE DROP IN OUR WARSAW/NEW YORK/WARSAW
SALES HAS BEEN NOTED. THIS REFERS TO BOTH POLISH
AND AMERICAN MARKED.

IN COMPARISON WITH THE LAT YEAR'S WINTER SEASON,
OUR PRESENT TOTAL TRANSATLANTIC SALES DROPPED BY
APPROXIMATELY 18 PER CENT. IN VIEW OF THIS
SITUATION, P.L.L. LOT'S OFFICES AS WELL AS TRAVEL
AGENCIES THROUGHOUT POLAND, HAVING AVAILABLE
SUBSTANTIAL CAPACITY SURPLUS ON LOT'S PLANES,
COULD TEMPORARILY REDUCE THEIR SALES ON PANAM
FLIGHTS.

IT IS HOPED, HOWEVER, THAT THE PROSPECTS OF COMING
INTO A MORE CLOSE COOPERATION BETWEEN OUR TWO
AIRLINES WILL RESULT IN AN IMPROVEMENT OF EFFECTS
ON BOTH SIDES FROM THE FLYING OPERATIONS
BETWEEN POLAND AND THE UNITED STATES. END QUOTE

4. COMMENT: THE LETTER AMOUNTS TO AN ADMISSION THAT
LOT IS INDEED FAILING TO CARRY OUT ITS OBLIGATION UNDER
THE AGREEMENT TO SELL TICKETS FOR ZLOTYS TO NEW YORK ON
BEHALF OF PANAM. BEFORE TAKING UP THIS SUBJECT ONCE
AGAIN WITH THE FONOFF, THE EMBASSY WOULD APPRECIATE
ANY DETAILS AVAILABLE IN THE DEPARTMENT CONCERNING
THE TENTATIVE ARRANGEMENT APPARENTLY REACHED BETWEEN
THE TWO AIRLINES IN NEW YORK.
DAVIES

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